

PT-1 Counsel Inc. Ex. _____

STATE OF ILLINOIS
ILLINOIS COMMERCE COMMISSION

PT-1 Counsel Inc. :
Application for a :
Certificate of :
Interexchange Service :
Authority to :
Operate as a Reseller of : Docket No. 00-0457
Telecommunications Services :
Within the State of Illinois :

PREFILED DIRECT TESTIMONY
OF
Gary Wasserson

1. Q. Please state your name and business address.
A. Gary Wasserson, 280 Park Ave., West Bldg., 28th Floor,
New York, New York 10017.
2. Q. By whom are you employed, and what is your position?
A. I am the President of PT-1 Counsel Inc..
3. Q. Please describe your management experience.
A. My management experience, as well as the other key
members of PT-1 Counsel Inc.'s management team is set
forth on Attachment C to our application.
4. Q. What is the purpose of your testimony?
A. The purpose of my testimony is to describe PT-1 Counsel
Inc.'s business and to demonstrate PT-1 Counsel Inc.'s
financial, technical and managerial ability to provide
high quality, competitively priced, telecommunications
services, and to describe how the company will provide

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I.C.C. DOCKET NO. 00-0457
Appl Exhibit No. 1

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Witness _____

Date 7/18/00 Recorder BPR

its services to customers within the State of Illinois.

5. Q. Please describe PT-1 Counsel Inc.'s business.

A. PT-1 Counsel Inc. is a reseller of interexchange telecommunications services, and is requesting authority to provide such services from points of origin within the State of Illinois to points of destination within the State of Illinois. PT-1 Counsel Inc. intends to provide interexchange services, such as outbound 1+ and 1010XXX dialing, toll-free service, postpaid calling cards, prepaid calling cards, and directory assistance. PT-1 Counsel Inc. intends to market its telecommunications service primarily to residential customers and small to mid-sized business customers. PT-1 Counsel Inc.'s prices for long distance service will be competitive with AT&T Communications of Illinois, Inc.'s prices.

6. Q. In what state is PT-1 Counsel Inc. organized?

A. Delaware. A copy of PT-1 Counsel Inc.'s Certificate of Organization is provided in Attachment B to our application.

7. Q. Is PT-1 Counsel Inc. certified to do business in Illinois?

A. Yes. A copy of PT-1 Counsel Inc.'s qualification documents from the Secretary of state is provided in Attachment B to our application.

8. Q. Describe PT-1 Counsel Inc.'s financial ability to provide the proposed services.

A. Copies of PT-1 Counsel Inc.'s Applicant's ultimate parent company, Counsel Corporation's financial statements for years ended December 31, 1998 and December 31, 1999 is provided as Attachment D to our application. The company is profitable as shown on the financial exhibits, it is well funded, and intends to provide service by utilizing cash flow from operations, as well as contributions from its principals if required.

9. Q. Who are the officers of PT-1 Counsel Inc.?

A. The current officers of PT-1 Counsel Inc. are as follows:

Gary Wasserson, President & Treasurer
Jamie Warner, Secretary

10. Q. Describe PT-1 Counsel Inc.'s management team.

A. PT-1 Counsel Inc.'s management team is described on Attachment C to our application. As shown, our management team has many years' experience in the telecommunications industry.

11. Q. In your opinion, does PT-1 Counsel Inc. have the financial and managerial resources necessary to provide the proposed telecommunications services in the State of Illinois?

A. Yes. In my opinion, PT-1 Counsel Inc. has the

necessary financial and managerial resources to provide the proposed telecommunications services in the State of Illinois.

12. Q. Does PT-1 Counsel Inc. intend to file a tariff in Illinois?

A. Yes. PT-1 Counsel Inc. will file a tariff upon a grant of certification by the Illinois Commerce Commission.

13. Q. Would you describe the configuration of PT-1 Counsel Inc.'s system and equipment.

A. Initially, PT-1 Counsel Inc. will be a pure switchless reseller utilizing the equipment of and the service provided by a facilities based carrier. Originating calls from a customer are carried by the local exchange telephone company (LEC) to the LEC's end office or access tandem serving that customer. The LEC routes the calls to the underlying carrier for transmission. In the event that PT-1 Counsel Inc. became a switched-based reseller, calls will then be routed from the LEC to PT-1 Counsel Inc.'s switch through a Feature Group D access arrangement. The calls are then carried over leased facilities to the underlying carrier's switch. The switch routes the call to the point of termination.

For call termination PT-1 Counsel Inc. will initially rely upon the underlying carrier, and in the event that PT-1 Counsel Inc. obtains a switch, call termination

will rely upon the combined use of leased facilities (with Feature Group D access capability to the terminating LEC) and various virtual WATS products supplied by other interexchange carriers.

14. Q. When dialing out on a phone serviced by PT-1 Counsel Inc., what number(s) does the end user dial in order to access PT-1 Counsel Inc.?

A. The end user will dial 1 + or 101XXXX + area code and number.

15. Q. How is the end user billed?

A. For resold long distance telephone services, the end users will be billed directly by the company which will utilize "real-time" completed call detail information from our underlying carriers.

16. Q. In your opinion, does PT-1 Counsel Inc. have the technical ability and resources necessary to provide the proposed telecommunications services to customers in the State of Illinois?

A. Yes. In my opinion, PT-1 Counsel Inc. has the necessary technical ability and resources to provide telecommunications service to customers within the State of Illinois.

17. Q. Are you familiar with the term slamming, and if so, what will your company do to prevent slamming?

A. Yes, I am familiar with the term and the meaning of

slamming. Our company will take all necessary measures in order to prevent slamming, including attempting to get a signed letter of agency from all presubscribed customers prior to commencing service, and all marketing will be done in accordance with all applicable state and federal regulations.

18. Q. Are there any pending complaints against PT-1 Counsel Inc. in any states where it is providing telecommunications services?

A. No.

19. Q. Please describe what services you intend to provide in the State of Illinois?

A. We intend to provide 1+ and 10XXXX outbound dialing, 800/888 toll-free inbound service, travel cards, prepaid calling cards, and directory assistance. We do not intend to provide operator services.

20. Q. Will PT-1 Counsel Inc. have any employees located in Illinois?

A. No.

21. Q. Does the company wish to keep its books and records at its principal place of business in New York?

A. Yes.

22. Q. Does this conclude your testimony?

A. Yes.